

Message Text

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ACTION AF-18

INFO OCT-01 ADP-00 AID-20 EB-11 NSC-10 RSC-01 CIEP-02

TRSE-00 SS-15 STR-08 OMB-01 CEA-02 CIAE-00 COME-00

FRB-02 INR-10 NSAE-00 XMB-07 OPIC-12 LAB-06 SIL-01

L-03 H-03 PA-03 PRS-01 USIA-15 AGR-20 RSR-01 /173 W

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 696

UNCLAS SECTION 1 OF 2 LAGOS 6747

E.O. 11652 : N/A

TAGS : BTRA

SUBJ : NIGERIAN-AMERICAN CHAMBER OF COMMERCE TRADE MISSION-
SEPTEMBER 23-OCTOBER 4

REF : LAGOS 6415

NIGERIAN TRADE MISSION MEMBERS, THEIR COMPANIES AND AREAS
OF BUSINESS INTEREST ARE AS FOLLOWS. ALL HAVE HEADQUARTERS
IN LAGOS UNLESS OTHERWISE INDICATED:

1. CHIEF C.O. OGUNBANJO, PRESIDENT NIGERIAN-AMERICAN
CHAMBER OF COMMERCE, CHAIRMAN OF NIGERIAN COUNCIL FOR
MANAGEMENT EDUCATION AND TRAINING. DIRECTOR OF BROWN AND
ROOT NIGERIA LIMITED, NIGERIAN DIVERSIFIED INVESTMENT
COMPANY LIMITED AND AMERICAN INTERNATIONAL INSURANCE
NIGERIA LIMITED. HE IS MANAGING DIRECTOR OF CHRIS
OGUNBANJO AND COMPANY.

CHRIS OGUNBANJO AND COMPANY IS PROMINENT LEGAL
FIRM SPECIALIZING IN BUSINESS AND CORPORATION LAW.
IT REPRESENTS NUMBER OF U.S. FIRMS. WTDR IN PREPARA-
TION.

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CHIEF OGUNBANJO IS INTERESTED IN MEETING PERSONS

IN HOTEL DEVELOPMENT AND INVESTMENT FINANCE FOR PROJECTS IN WHICH HE CAN ATTRACT NIGERIAN PARTNERS.

2. CHIEF MATHIAS NWAFOR UGOCHUKWU, CHAIRMAN OF UGOCHUKWU CHEMICAL INDUSTRIES LIMITED. HAS VARIETY OF OTHER INTERESTS IN UMUNZE, EAST CENTRAL STATE.

UGOCHUKWU CHEMICAL INDUSTRIES LIMITED IS PLASTIC FOAM MANUFACTURING COMPANY, AND OTHER INTERESTS TIRE RETREADING, PRODUCTION RUBBER GOODS, PALM KERNEL PRESSING, POULTRY AND PIG PRODUCTION. WTDR IN PREPARATION.

COMPANY SEEKS TO PURCHASE EQUIPMENT TO EXPAND FOAM AND PLASTIC MANUFACTURING, FIND PARTNERS IN TOILET PAPER MANUFACTURING VENTURE, LOCATE SOURCES OF SUPPLY FOR KRAFT PAPER AND CHEMICALS FOR FOAM FACTORY. CHAIRMAN ALSO WANTS TO TALK WITH INTERESTED PARTIES IN MORTGAGE FINANCING.

3. ALHAJI R.A. ADEJUMO, MANAGING DIRECTOR, ADEJUMO FAM (NIGERIA) LIMITED.

ADEJUMO FAM (NIGERIA) LIMITED IS LARGE FIRM IMPORTING AND DISTRIBUTING GENERAL AND INDUSTRIAL CHEMICALS. CLAIMED ANNUAL SALES VOLUME DOLS 1.2 MILLION. SEE WTDR 10/69.

FIRM SEEKS TO PRESENT U.S. FIRMS INCLUDING THOSE IN WATER TREATMENT AND PLANT PROTECTION CHEMICALS.

FYI: FIRM HAS HAD PRELIMINARY CONTACTS DU PONT AND U.S. BORAX AND CHEMICAL CORP., REPRESENTATIVE WANTS TO VISIT THESE AND OTHER COMPANIES.

4. J.G. AYODELE, MANAGING DIRECTOR, GEORGE KOKU AND SONS LIMITED.

GEORGE KOKU AND SONS LIMITED IS LARGE IMPORTER, WHOLESALER AND RETAILER OF BUILDING MATERIALS, PLUMBING SUPPLIES, AIR CONDITIONERS AND REFRIGERATORS.
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MANUFACTURERS OF FANS AND ELECTRICAL APPLIANCES, AND EXPORTER OF COCOA, PEANUTS AND PALM PRODUCE. CLAIMED ANNUAL SALES DOLS 3 MILLION. SEE WTDR 5/69. FIRM SEEKS TO REPRESENT U.S. FIRMS IN ITS IMPORT AND DISTRIBUTION FIELD AS WELL AS ACT FOR U.S. COMPANIES REQUIRING RESIDENT REPRESENTATIVE FOR NIGERIAN PRODUCE.

5. DOTUN OKUBANJO, MANAGING DIRECTOR, PUBLICITY SER-

VICES (NIGERIA) LIMITED, AND DOAL ENTERPRISES LIMITED,
AND DIRECTOR, REPRODUCTIONS(NIG) LIMITED.

PUBLICITY SERVICES (NIGERIA) LIMITED IS LEADING
ADVERTISING AND PUBLIC RELATIONS COMPANY. CLAIMED
ANNUAL SALES VOLUME DOLS 750,000. WTDR IN PREPARATION.

DOAL ENTERPRISES LIMITED IS NEW COMPANY LOCATED
IN CENTRAL DOWNTOWN LOCATION ACTING AS INVESTMENT PRO-
MOTORS AND INTERNATIONAL BUSINESS CONSULTANTS. WTDR
IN PREPARATION.

REPRODUCTIONS (NIG.) LTD. IS PRODUCER OF DISPOSABLE
PAPER PRODUCTS. WTDR IN PREPARATION.

MR. OKUBANJO WANTS TO EXTEND HIS PUBLIC RELATIONS
CONTACTS. FOR REPRODUCTIONS (NIG.) LIMITED, HE SEEKS
TO PURCHASE EQUIPMENT FOR PAPER CONVERTING AND FOR
PRINTING CALLING CARDS. PARTNERS OR BUSINESS KNOW-
HOW AGREEMENTS ARE SOUGHT FOR PRODUCTION OF PAPER NAP-
KINS, TOILET PAPER ROLLS, WOODEN TOYS, KNOCKED DOWN
FURNITURE, AND CONVERSION OF PAPER WASTE. FOR DOAL
ENTERPRISES LTD. HE IS INTERESTED IN CONCLUDING FRANCHISE
AGREEMENTS IN MANAGEMENT SERVICES (I.E., MANAGEMENT
TRAINING COURSES, EMPLOYMENT BUREAU OPERATION,
MESSENGER DELIVERY SERVICE) AND IN RETAIL SALE OF PRE-
PARED FOODS.

6. S.O. ADEBESIN, MANAGING DIRECTOR, S.O. ADEBESIN
AND CO. LIMITED.

S.O. ADEBESIN AND COMPANY LIMITED IS LARGE WHOLE-
SALER OF PHARMACEUTICALS, LABORATORY, HOSPITAL AND
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INDUSTRIAL CHEMICAL PRODUCTS. BROAD COUNTRY COVERAGE
WITH BRANCHES IN LAGOS, IBADAN AND KANO. CLAIMED AN-
NUAL SALES DOLS 1.2 MILLION. WTDR IN PREPARATION.

FIRM IS INTERESTED IN REPRESENTING U.S. FIRMS
IN PHARMACEUTICALS, HOSPITAL AND SURGICAL SUPPLIES AND
EQUIPMENT, LABORATORY APPARATUS AND CHEMICALS. IN
ADDITION, INTERESTED IN HANDLING ANIMAL FEEDS, AND
AGRICULTURAL EQUIPMENT.

MANAGEMENT WHICH HAS LAND ASSETS SEEKS CONTACTS
WITH FINANCIAL HOUSES INVOLVED IN DEVELOPING INDUSTRIAL-
COMMERCIAL, RESIDENTIAL ESTATES.

7. REX IBIKUNLE ALAKIJA, MANAGING DIRECTOR, ALAKIJA

AND ALAKIJA CONTRACTING SERVICES LIMITED AND MEMBER OF THE LAGOS CITY COUNCIL.

ALAKIJA AND ALAKIJA CONTRACTING SERVICES LIMITED IS LARGE BUILDING AND CONTRACTING FIRM. WORKING CAPITAL CLAIMED TO BE DOLS 1.5 MILLION. WTDR IN PREPARATION.

FIRM SEEKS CONTACT FINANCIERS, REAL ESTATE AGENCIES, AND DEVELOPERS OF INDUSTRIAL/COMMERCIAL AND RESIDENTIAL ESTATES. FIRM'S PROPRIETOR ALSO WANTS TO CONTACT IMPORTER OF GINGER AND DRIED CHILIES, AND SUPPLIERS OR EXPORTERS OF FANCY GOODS, INCLUDING UNDERWEAR AND SUITING MATERIALS.

8. CHIEF AYO ROSIJI, DEPUTY MANAGING DIRECTOR, BRIAN MUNRO LIMITED; REPRESENTATIVE, TRADE LINES LIMITED; AND CHAIRMAN OF BEMS LIMITED. HE IS FORMER FEDERAL CABINET MINISTER.

BRIAN MUNRO LIMITED IS MAJOR FOOD IMPORTER AND DISTRIBUTOR REPRESENTING GENERAL FOODS, CAMPBELL SOUPS, BRISTOL-MYERS, CREDIT TURNOVER LAST YEAR DOLS 6.9 MILLION. SEE WTDR 7/73.

BRIAN MUNRO LIMITED HAS SUBSTANTIAL EQUITY IN
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TRADE LINES LIMITED, SHIPPING COMPANY OPERATING VESSELS BETWEEN EUROPE AND WEST AFRICA.

BEMS LIMITED IS SHIPPING, CLEARING, FORWARDING AND TRAVEL AGENCY.

CHIEF ROSIJI IS INTERESTED IN DEVELOPING NEW BUSINESS CONTACTS FOR THREE COMPANIES HE IS REPRESENTING.

9. P.K.C. ISAGBA, MANAGING DIRECTOR, UNITED NIGERIA COMPANY LIMITED.

UNITED NIGERIA COMPANY LIMITED ACTS AS COMMISSION AGENT AND WHOLESALE OF HEINZ FOODS, AND EXPORTER OF PALM PRODUCE. CLAIM WORKING CAPITAL DOLS 375,000. WTDR IN PREPARATION.

COMPANY'S REPRESENTATIVE SEEKS SUPPLIERS OF PLUMBING SUPPLIES, IRON PIPES AND WATER FITTINGS, AND BUILDING MATERIALS. HE SEEKS PARTNERS AND FINANCIERS TO ASSIST HIS COMPANY IN DEVELOPING TOMATO CANNING PLANT AND BREWERY. HE ALSO WANTS TO TALK WITH FIRMS IN PLANT

HIRE OF EARTH-MOVING EQUIPMENT AND TRACTORS.

10. CHIEF A.W. IBE, MANAGING DIRECTOR, A.W. IBE AND COMPANY LIMITED AND CHAIRMAN OF GULD ASSURANCE CORPORATION.

A.W. IBE AND COMPANY LIMITED ACT PRINCIPALLY AS CIVIL ENGINEERING CONTRACTORS AND LONG DISTANCE TRUCKERS. COMPANY ALSO OPERATES POULTRY FARM, RICE MILLS, AND IS DEVELOPING REAL ESTATE INTERESTS. CLAIMED WORKING CAPITAL DOLS 1.5 MILLION. SEE WTDR 6/73.

COMPANY REPRESENTATIVE SEEKS TO MEET INTERESTED PARTIES WHO WOULD BE PREPARED TO PARTICIPATE IN ONE OR MORE OF FIRM'S ENTERPRISES.

11. S.I. KOLA-BANKOLE, MANAGING DIRECTOR, KOLA-BANKOLE AND ASSOCIATES.

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KOLA-BANKOLE AND ASSOCIATES IS LEADING FIRM OF ARCHITECTS AND PLANNING CONSULTANTS. FIRM HAS BRANCHES IN IBADAN AND KADUNA. CLAIMED ANNUAL SALES VOLUME DOLS 75 MILLION. WTDR IN PREPARATION.

KOLA-BANKOLE WISHES TO MEET FIRMS IN HIS FIELDS OF ACTIVITY.

12. CHIEF A.O. LAWSON, MANAGING DIRECTOR, WEST AFRICAN BREWERIES.

WEST AFRICAN BREWERIES IS MEDIUM-SIZED, INDIGENOUS BREWERY. THE COMPANY'S REPRESENTATIVE IS INTERESTED IN BREWERY EQUIPMENT FOR PLANT EXPANSION. WTDR IS IN PREPARATION.

HE IS ALSO INTERESTED IN TALKING WITH LAND DEVELOPERS AND PERSONS CONCERNED WITH DEVELOPMENT OF INDUSTRIAL/COMMERCIAL AND RESIDENTIAL ESTATES.

13. CHIEF R.B.K. OKAFOR, MANAGING DIRECTOR, CONTINENTAL LINES (AFRICA) LIMITED, AND CHAIRMAN OF THE ASSOCIATION OF NIGERIAN CLEARING AND FORWARDING AGENTS.

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INFO OCT-01 ADP-00 AID-20 EB-11 NSC-10 RSC-01 CIEP-02

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 697

UNCLAS FINAL SECTION 2 OF 2 LAGOS 6747

CONTINENTAL LINES (AFRICA) LIMITED ACT AS CLEAR-
ING AND FORWARDING AGENT, SHIPPING COMPANY REPRESENTA-
TIVE, AIRFREIGHTER, TRUCKER, AND WAREHOUSER. FIRM
HAS BRANCHES IN KADUNA, ENUGU, AND ONITSHA. CLAIMED
WORKING CAPITAL DOLS 900,000, ANNUAL SALES VOLUME DOLS
1.2 MILLION. WTDR IN PREPARATION.

COMPANY REPRESENTATIVE WANTS TO DEVELOP CONTACTS
IN FIRM'S LINES OF BUSINESS. HE IS ALSO INTERESTED
IN WHARF AND PORT MATERIAL HANDLING EQUIPMENT AS SALES
REPRESENTATIVE AND FOR COMPANY'S OWN REQUIREMENTS.,

14. SIR MOBOLAJI BANK-ANTHONY, CHAIRMAN OF BANKS STORE
AND BANKS TRANSPORT LTD. DIRECTOR OF MOBIL OIL NIGERIA
LIMITED AND NUMEROUS OTHER COMPANIES.

BANKS STORES IS RETAILER OF TEXTILES AND BUILDING
MATERIALS; BANKS TRANSPORT LIMITED IS A TRUCKING COMPANY.
WTDRS ON TWO COMPANIES IN PREPARATION. ALTHOUGH FEW
DETAILS ARE AVAILABLE CONCERNING THESE ENTERPRISES,
THE OWNER, SIR MOBOLAJI, IS A WEALTHY, WELL-KNOWN EN-
TREPENEUR.

THE COMPANY REPRESENTATIVE IS INTERESTED IN GETTING
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IN TOUCH WITH PRODUCERS AND SUPPLIERS OF FUNERAL WREATHS, COFFINS, CLOCKS AND WATCHES, AND CIGARS. HE ALSO WANTS TO TALK WITH TRUCK SUPPLIERS PREPARED TO FURNISH MEDIUM-TERM FINANCE.

15. CHIEF M.O. ONAYEMI, PROPRIETOR OF DOLAPO INVESTMENT LIMITED.

DOLAPO INVESTMENT LIMITED IS COMPANY WITH NUMEROUS RESIDENTIAL AND COMMERCIAL BUILDING INVESTMENTS. FIRM ALSO RETAILS TEXTILES AND BUILDING MATERIALS. WORKING CAPITAL IS CLAIMED TO BE DOLS 300,000. WTDR IN PREPARATION.

REPRESENTATIVE IS INTERESTED IN CONTACTING SUPPLIERS OF BUILDING MATERIALS AND TEXTILES. HE ALSO SEEKS FINANCIERS AND PARTNERS FOR FIRM'S PROPERTY DEVELOPMENT PROGRAM.

16. F.O. AKINRELE, PROPRIETOR OF F.O. AKINRELE AND COMPANY, AND DIRECTOR OF SCANTRAVEL LIMITED.

F.O. AKINRELE AND COMPANY IS LEGAL FIRM SPECIALIZING IN COMPANY LAW.

SCANTRAVEL LIMITED IS LEADING TRAVEL AGENCY WHICH HANDLES NUMBER OF AMERICAN ACCOUNTS. FIRM WAS SOLD IN LAST YEAR BY EXPATRIATE OWNERS TO NIGERIAN BUSINESSMEN. PRESENT EXPATRIATE MANAGER IS UNDER TWO-YEAR CONTRACT TO ASSIST IN MANAGEMENT TRANSITION. CLAIMED ANNUAL SALES VOLUME DOLS 4.5 MILLION. WTDR IN PREPARATION.

AKINRELE, AS DIRECTOR IN COMPANY, IS SEEKING TO DEVELOP CONTACTS WITH TOURIST AND TRAVEL TRADE.

17. J. AKIN-GEORGE, CHAIRMAN, J. AKIN-GEORGE AND COMPANY LIMITED, AND MANAGING DIRECTOR, MARINE AND GENERAL ASSURANCE COMPANY LIMITED.

J. AKIN-GEORGE AND COMPANY LIMITED IS INSURANCE UNCLASSIFIED

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BROKERAGE COMPANY. MARINE AND GENERAL ASSURANCE COMPANY LIMITED, IS SISTER COMPANY HANDLING LIFE, GENERAL AND MARINE INSURANCE. ANNUAL PROFITS IN 1972 ESTIMATED AT DOLS 100,000. WTDR ON TWO COMPANIES IN PREPARATION.

AKIN-GEORGE WANTS TO DEVELOP U.S. INSURANCE COMPANY CONNECTIONS AS WELL AS LOOK FOR PARTNERS IN MODER-

ATE-SIZED HOTEL PLANNED IN SURULERE, LAGOS.

18. E.A. THOMPSON, DIRECTOR OF COMECO NIGERIA LIMITED AND CONTINENTAL LINES NIGERIA LIMITED, AS WELL AS ADMINISTRATIVE SECRETARY OF THE NIGERIAN-AMERICAN CHAMBER OF COMMERCE.

COMECO NIGERIA LIMITED IS COMPANY OF COMMISSION AGENTS AND WHOLESALE DISTRIBUTORS HANDLING ARMY GOODS, AIR CONDITIONERS AND MOTORCYCLES. CLAIMED ANNUAL SALES TURNOVER DOLS 3 MILLION. WTDR IN PREPARATION.

MR. THOMPSON AS COMPANY'S REPRESENTATIVE SEEKS SOURCES OF SUPPLY FOR READY-MADE WEAR, TEXTILES, RICE, LEAF TOBACCO, AND ELECTRICAL AND TRANSISTOR APPARATUS. HE ALSO WISHES TO TALK WITH HOTELIERS AND FINANCIERS ON FLOTATING HOTEL OPPORTUNITIES.

19. CHIEF T.O.S. BENSON, MANAGING DIRECTOR, T.O. SHOBOWALE BENSON AND COMPANY AND BENSON TRANSPORT SERVICES. FORMER FEDERAL CABINET MINISTER.

T.O. SHOBOWALE BENSON AND COMPANY IS PROMINENT LEGAL FIRM; BENSON TRANSPORT SERVICES IS LEADING PRIVATE CITY BUS OPERATOR LAGOS. WTDR UNDER PREPARATION LATTER COMPANY.

CHIEF BENSON IS INTERESTED IN EQUIPMENT FOR BUS LINE. HE ALSO WANTS TO TALK WITH PERSONS IN INVESTMENT FINANCE AND REAL ESTATE DEVELOPMENT.

20. ALHAJI SIDI YERO, MANAGING DIRECTOR, SPECIAL STRUCTURE COMPANY LIMITED, KADUNA. DETAILS OF OPERATIONS NOT KNOWN. WTDR UNDER PREPARATION.
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